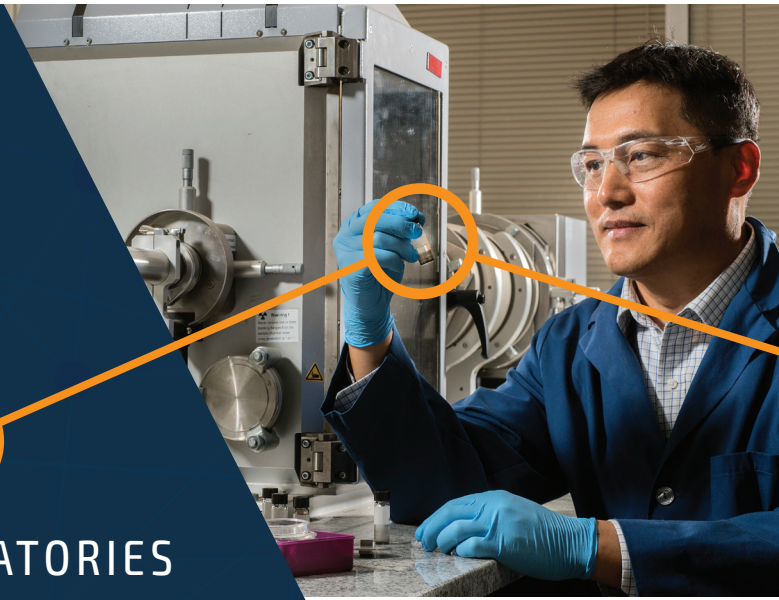


2022

SANDIA NATIONAL LABORATORIES

ECONOMIC IMPACT



SANDIA

Program Portfolios



James S. Peery, Ph.D.
Laboratories Director

"For more than 70 years, Sandia National

Laboratories has provided exceptional service in the national interest. Strong partnerships with diverse suppliers have been a key to our mission success. Small businesses promote innovation and help us bring to the marketplace technologies that improve peoples' lives. Sandia is committed to partnering with and building relationships with highly qualified small business to spur economic growth in New Mexico and across the country."



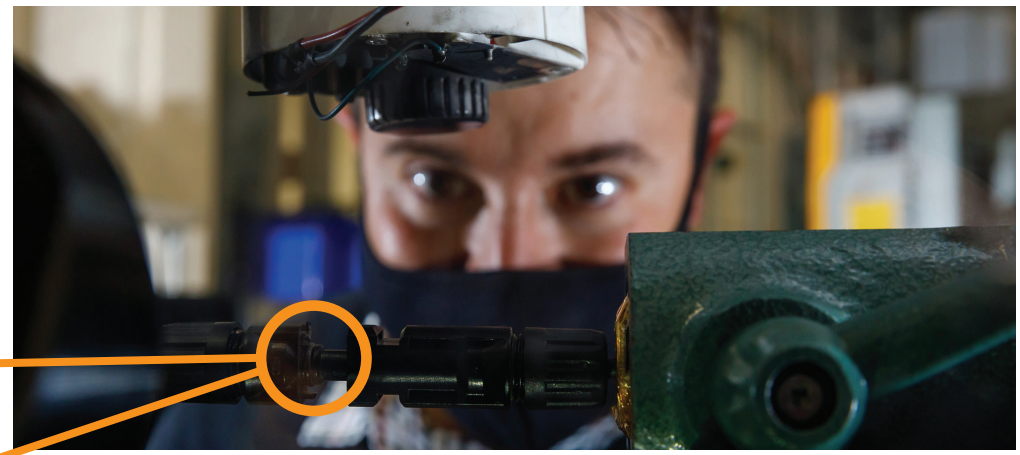
NUCLEAR DETERRENCE

Sandia's primary mission is ensuring the U.S. nuclear arsenal is safe, secure, and reliable, and can fully support our nation's deterrence policy.



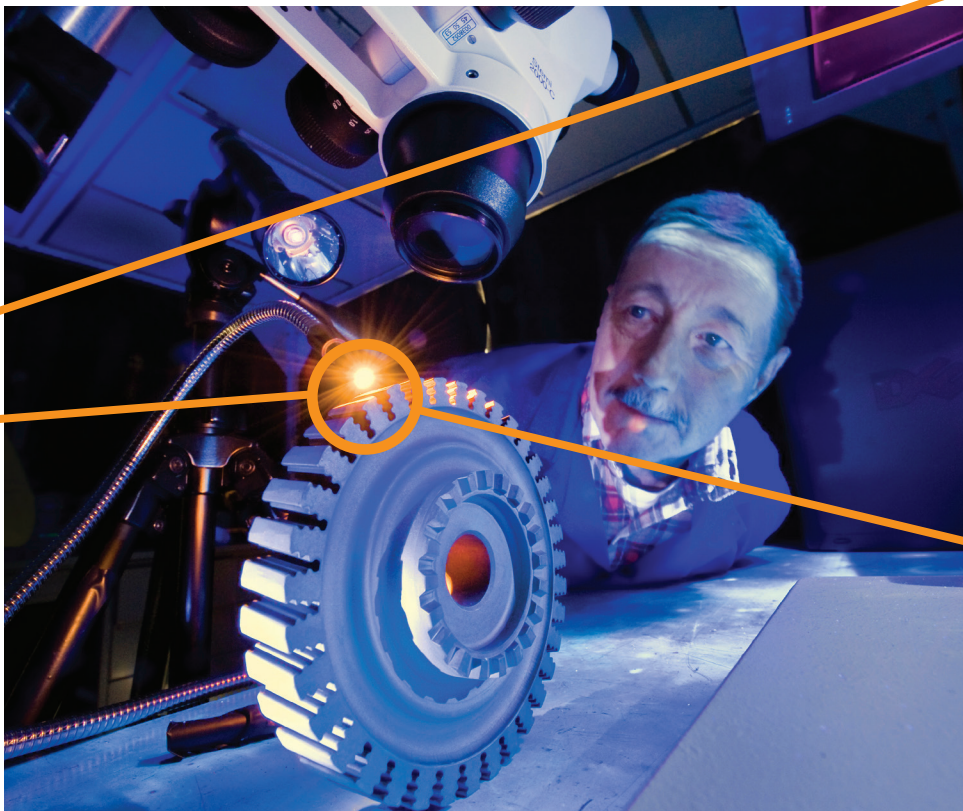
GLOBAL SECURITY

We protect the U.S. from threats at home and abroad by developing the technical expertise to monitor and assess emerging dangers, guard materials and critical assets, and respond to crises.



ENERGY & HOMELAND SECURITY

We support the resilience and security of the nation's energy system, protect digital and physical critical infrastructure, and reduce U.S. vulnerability to chemical, biological, radiological, and nuclear terrorism.



NATIONAL SECURITY PROGRAMS

Sandia provides systems, science, and technology to meet national security objectives in such areas as cybersecurity, science and technology products, and integrated military systems.

ADVANCED SCIENCE & TECHNOLOGY

Sandia provides the science needed to enable the U.S. nuclear stockpile, and does fundamental scientific, biomedical, and environmental research to enhance national security, economic competitiveness, and improved quality of life.

2022 Economic Impact



Louis Griego

Director, Integrated Supply
Chain Management

"Sandia's diverse and qualified small business suppliers promote innovation and help Sandia deliver cutting-edge technology to the marketplace. We are committed to partnering with small businesses to achieve our national security missions while strengthening the local and national economies."

Total Laboratory Expenditures

\$4,214,991,000

Labor and
Non-Subcontract
Related Payments
\$2,529,937,000

Subcontract-Related Payments
\$1,501,532,000

Corporate
Taxes

\$110,876,000

Procurement Card
Purchases

\$72,646,000

Subcontract-Related Payments

This represents dollars paid to purchase goods and services.

Gross Receipts Taxes

Sandia paid \$111,700,000 to the State of New Mexico in gross receipts tax.

SUBCONTRACT-RELATED PAYMENTS

OVERALL		NEW MEXICO	
\$1,501,532,000	Total Subcontract Payments	\$482,534,000	
\$942,639,000	Total Small Business	\$419,836,000	
\$390,653,000	Small Business*	\$127,019,000	
\$292,332,000	Disadvantaged	\$176,651,000	
\$182,553,000	Woman-Owned	\$90,875,000	
\$159,482,000	Veteran-Owned	\$61,386,000	
\$110,516,000	Service-Disabled Veteran-Owned	\$27,483,000	
\$84,669,000	HUBZone	\$35,600,000	

NEW MEXICO

New Mexico Total Procurement Impact	\$491,405,000
Subcontract Payments	\$482,534,000
Small Business	\$419,836,000
Other than Small Business	\$62,698,000
As Percent of Total Subcontract Payments	32%
Procurement Card Payments	\$8,871,000

CALIFORNIA

California Total Procurement Impact	\$246,562,000
Subcontract Payments	\$231,930,000
Small Business	\$138,852,000
Other than Small Business	\$93,078,000
As Percent of Total Subcontract Payments	15%
Procurement Card Payments	\$14,632,000

*Small Businesses not categorized as Small Disadvantaged Business, Women-Owned Small Business, HUBZone Small Business, Veteran-Owned Small Business or Service-Disabled Veteran-Owned Small Business.

Community Involvement



GIVE:

\$1.4M from National Technology and Engineering Solutions of Sandia LLC to nonprofits in the areas of education, family stability and community leadership

\$4.6M from employees to nonprofits through United Way of Central New Mexico

\$128K to help victims of the New Mexico wildfires

4200+ retired computers to New Mexico schools

SERVE:

14 volunteer opportunities at Roadrunner Food Bank

Solve for X Volunteer Day with more than **200** volunteers

950 units of blood donated

INSPIRE:

Family Math Nights

New Mexico Electric Car Challenge

DOE Regional Science Bowls

STEM in the Sun

STEM Career Exploration

Summer Physics Camp for Young Women

Technology and Economic Development



Sandia National Laboratories manages economic development programs that leverage the people, technologies, and facilities of the Labs to deploy technology in support of Sandia's mission and create jobs.

NEW MEXICO SMALL BUSINESS ASSISTANCE

Sandia provided **\$2.4M** of technical assistance

Sandia assisted **130** New Mexico small businesses

68 Sandia principal investigators across **48** departments participated

TRGR TECHNOLOGY READINESS INITIATIVE

Sandia worked on **12** projects

Sandia served **10** companies

10 Licenses were acquired for Sandia technologies

2 companies engaged in Cooperative Research and Development Agreements

Sandia provided **\$610,908** in technical assistance to businesses utilizing lab-developed technology to mature their product or service

SANDIA'S EMPLOYMENT

In FY22, Sandia National Labs grew to more than 15,500 total employees. During the year, Sandia hired 1,880 regular, temporary, faculty, and postdoctoral researcher employees, which created about 480 new jobs in these categories while filling about 1,400 positions that became available due to attrition. Sandia employed more than 1,700 student interns during the fiscal year.

Intellectual Property and Technology Commercialization

104 newly issued patents for Sandia technologies

223 filed patent applications

567 active commercial licenses

347 executed government agreements and amendments

For more information, visit ip.sandia.gov.

15,533	Sandia Employees	NM - 12,581
7,712	Advanced Degrees	NM - 6,207
8,053	R&D Scientists, Engineers & Technologists	NM - 6,593
1,885	Hires	NM - 1,454

COMMITMENT TO SMALL BUSINESS

3 *small business companies participating as Protégés in Sandia's Mentor-Protégé Program*

4 *virtual Sandia-hosted Small Business Forums viewed by 1200 suppliers*

6 *consecutive years of exceeding small business goals and proceeding toward sustaining 60.5% small business utilization*

18 *acquisitions offered the 5% New Mexico pricing preference*

30 *local, state, national, and virtual small business events attended*

67 *percent of all Sandia suppliers are small businesses*

95 *virtual one-on-one interactions with current and potential suppliers during our monthly office hours*

500 *new small businesses supporting Sandia's mission*

TOP 5 SUBCONTRACTING INDUSTRIES

Invoiced Amount TOTAL

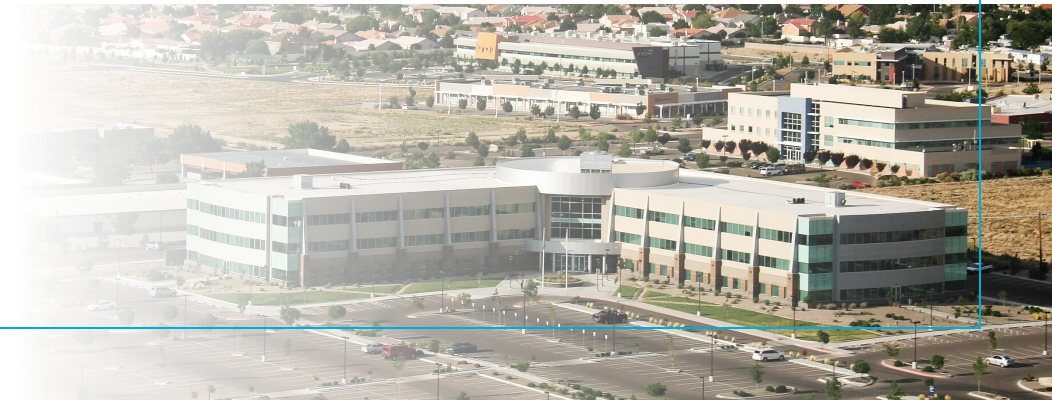
- Computer Related Services
- Research and Development in the Physical Engineering and Life Sciences
- Commercial and Institutional Building Construction
- Engineering Services
- Computer Facilities Management Services

Invoiced Amount New Mexico

- Computer Facilities Management Services
- Computer Related Services
- Commercial and Institutional Building Construction
- Engineering Services
- Electronic Computer Manufacturing

Invoiced Amount California

- Commercial and Institutional Building Construction
- Computer Related Services
- Research and Development in the Physical, Engineering, and Life Sciences
- Software Publishers
- Semiconductor Machinery Manufacturing



BECOME A SANDIA SUPPLIER

Sell your capabilities:

How can you help Sandia meet its requirements? Identify how your capabilities align with our mission and how you are unique in areas such as innovation, technical expertise, safety, security, business acumen, financial strength, quality systems, and prior experience.

Supply best value:

Demonstrate your sustained high performance in quality, safety, and on-time delivery for products and services at a competitive cost. Demonstrate how you ensure customer focus/satisfaction and how you continually develop your business.

Secure the supply chain:

Prevent suspect/counterfeit and fraudulent items from entering Sandia's supply chain, and ensure your cyber footprint is secure.

Register for opportunities:

Register in Sandia's iSupplier and subscribe to Sandia's Business Opportunities Website. Come and meet with Sandia during our Small Business Forums or during our virtual one-on-one monthly office hours.

Business Point of Contact:

www.sandia.gov | Email: supplier@sandia.gov

Phone: 1-800-765-1678



Scan this code to find resources online to help your small business get ready to do business with Sandia National Laboratories



Sandia National Laboratories



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SUPPLIER DIVERSITY TEAM

Left to right: Leonardo Valencia, Laura Lovato (Small Business Program Manager), Gabriel Hollimon, Patricia Brown, Eric Lochausen, Royina Lopez, Megan Vandergriff, Patricia Sena